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PAPER MERCHANT SALES REPORT . July, 1990

(by NPTA Region)	Sales per Selling Day July, 1990 Compared to July, 1989	Sales per Selling Day July, 1990 Compared to June, 1990	Sales per Selling Day 1990 YTD Compared to 1989 YTD	Days Outstanding (Accounts & Notes) At close of July 1989	1990	Calendar Day Cost of ending July Inventory 1989	1990
INDUSTRIAL							
1	- 5.0	- 4.4	- 0.3	41	39	62	52
2	- 1.7	+ 2.1	+ 0.9	35	40	49	60
3	- 14.8	- 5.3	- 3.8	37	35	61	60
4	- 5.8	+ 7.4	- 3.3	38	38	63	54
5	+ 1.0	- 2.3	+ 6.2	30	32	58	53
6	- 8.7	+ 15 4	- 6.1	40	41	59	62
7	+ 3.9	+ 5.0	+ 1.5	33	34	63	57
8	+ 6.0	+ 1.4	+ 1.9	36	34	61	57
9	- 0.3	+ 5.6	+ 4.0	39	37	59	47
NY	- 3.3	- 15.6	+ 7.6	47	45	**	**
CHICAGO	+ 3.8	- 6.3	- 4.1	44	37	71	66
LA	+ 4.3	+ 6.4	+ 3.7	43	42	59	50
US	- 3.8	+ 1.0	0	37	37	57	57
PRINTING							
1	+ 7.1	+ 4.1	- 0.3	43	44	51	52
2	+ 3.9	+ 2.4	- 1.2	42	45	67	64
3	- 1.4	+ 5.6	- 2.6	38	40	80	72
4	+ 6.7	+10.9	+ 5.6	40	45	67	62
5	- 6.2	- 1.3	+ 2.5	38	40	69	73
6	+ 1.2	- 0.9	+ 1.6	37	38	85	76
7	- 12.4	+ 2.9	- 4.0	37	39	76	64
8	+14.6	+ 5.0	+ 6.5	36	38	75	67
9	- 7.0	- 1.2	+ 3.3	40	36	57	59
NY	- 0.8	+ 5.6	+ 1.1	44	41	72	73
CHICAGO	+13.2	- 0.8	+ 4.9	39	41	90	69
LA	+ 1.6	- 2.4	+ 5.8	40	40	81	84
US	+ 2.0	+ 3.3	+1.6	40	41	73	69

JULY'S SALES CHANGES. ***PRINTING*** sales increases for July continue fairly low, accompanied by a Producer Price Index decrease of almost 2% (mill prices are almost 2% less than for July, 1989). The three Midwest regions and LA Metro show the highest year-to-date increases. ***INDUSTRIAL*** sales show a decrease over last year for the third month out of the last four, with the industrial Producer Price Index continuing to show virtually no price increases over 1989. New York continues with the highest year-to-date increase, despite a drop this month, and Region 6 has the greatest decrease for the year.

DAYS OUTSTANDING for July are virtually unchanged from July, 1989 and June of this year. **INVENTORY DAYS** at July's end show little change for industrial goods. Printing goods still show a drop from 1989 (of three days), and a drop of one day from June's figures.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX (& W. Tenn)
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY; New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: In IL; Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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